

Message Text

PAGE 01 STOCKH 03676 300745Z

11
ACTION EUR-12

INFO OCT-01 ISO-00 EB-07 /020 W
----- 126830

R 300723Z JUL 75
FM AMEMBASSY STOCKHOLM
TO USDOC WASHDC
INFO SECSTATE WASHDC 5236
AMEMBASSY COPENHAGEN
AMEMBASSY HELSINKI
AMEMBASSY OSLO

UNCLAS STOCKHOLM 3676

FOR BIC/OIM:TRAFTON/BEIRING

E.O. 11652: N/A
TAGS: BEXP, SW
SUBJECT: AVIATION SHOW PROCUREMENT

REF: USDOC 10045

1. TAYSOM, VICE PRESIDENT INTL, OF GULTON U.K. WROTE
DECLINING PARTICIPATION BECAUSE QUOTE WE AT PRESENT
TIME TOGETHER WITH OUR AGENTS HAVE A FULL PROGRAMME
FOR SALES AND EXHIBITIONS FOR VARIOUS GULTON PRODUCTS
AND I REGRET THERE IS NO PRACTICAL WAY IN WHICH WE CAN
TAKE ADVANTAGE OF YOUR OFFER THIS TIME. UNQUOTE.

2. FURTHER TO STOCKHOLM'S 2903, USDOC 10869 AND
TELECON BEIRING/EARLE JULY 28, STC SPOKE WITH DEREK
MCCOOL OF BRANDT & CO. AB. MCCOOL'S VERSION IS THAT
GUS WESTERBERG DURING USA VISIT HAS BEEN CANVASSING SUPPORT
FOR MULTI-ACCOUNT PARTICIPATION BUT PRINCIPALS (EXCEPT SERVO
INC.) HAVE COOLED OFF. STC INTERPRETATION OF PROBLEM IS THAT
PRINCIPALS ORIGINALLY KEEN TO SUPPORT BRANDT'S PARTICIPATION
ON PRINCIPLE BUT LOST ENTHUSIASM WHEN MONEY FIRST MENTIONED.
THIS IS SUPPORTED BY MCCOOL'S STATEMENT THAT BOTH BRANDT AND
WILLCOX HAVE INCURRED HEAVY FAIR EXPENDITURE SO FAR THIS YEAR
IN EUROPE.
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PAGE 02 STOCKH 03676 300745Z

3. MCCOOL STATED THAT SERVO INC. STILL ENTHUSIASTIC TO SIGN UP
BECAUSE THEY HAVE NEW EQUIPMENT TO INTRODUCE, AND SUGGESTED PA
AND CHECK SHOULD BE COLLECTED FROM SERVO. OIM PLEASE FOLLOW
UP WITH SERVO, AND ALSO JUDGE POSSIBILITY OF KEEPING OTHER

BRANDT PRINCIPALS INTERESTED IN SPITE OF NEGATIVE DEVELOPMENTS,
AS IT APPEARS INSISTENCE AND FINANCIAL CONTRIBUTION BY PRINCIPALS
ONLY WAY TO FORCE BRANDT INTO MULTI-ACCOUNT PARTICIPATION.
STRAUSZ-HUPE

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<< END OF DOCUMENT >>

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